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APPLICATION NO.	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.
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10/731,418

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Stratton C. Lloyd

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EXAMINER

TARAE, CATHERINE MICHELLE

ART UNIT

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3623

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PAPER

Please find below and/or attached an Office communication concerning this application or proceeding.

The time period for reply, if any, is set in the attached communication.

Office Action Summary	Application No. 10/731,418	Applicant(s) LLOYD ET AL.	
	Examiner C. Michelle Tarae	Art Unit 3623	

-- The MAILING DATE of this communication appears on the cover sheet with the correspondence address --

Period for Reply

A SHORTENED STATUTORY PERIOD FOR REPLY IS SET TO EXPIRE 3 MONTH(S) OR THIRTY (30) DAYS, WHICHEVER IS LONGER, FROM THE MAILING DATE OF THIS COMMUNICATION.

- Extensions of time may be available under the provisions of 37 CFR 1.136(a). In no event, however, may a reply be timely filed after SIX (6) MONTHS from the mailing date of this communication.
- If NO period for reply is specified above, the maximum statutory period will apply and will expire SIX (6) MONTHS from the mailing date of this communication.
- Failure to reply within the set or extended period for reply will, by statute, cause the application to become ABANDONED (35 U.S.C. § 133). Any reply received by the Office later than three months after the mailing date of this communication, even if timely filed, may reduce any earned patent term adjustment. See 37 CFR 1.704(b).

Status

- 1) ☒ Responsive to communication(s) filed on 09 December 2003.
- 2a) ☐ This action is **FINAL**. 2b) ☒ This action is non-final.
- 3) ☐ Since this application is in condition for allowance except for formal matters, prosecution as to the merits is closed in accordance with the practice under *Ex parte Quayle*, 1935 C.D. 11, 453 O.G. 213.

Disposition of Claims

- 4) ☒ Claim(s) 1-27 is/are pending in the application.
- 4a) Of the above claim(s) _____ is/are withdrawn from consideration.
- 5) ☐ Claim(s) _____ is/are allowed.
- 6) ☒ Claim(s) 1-27 is/are rejected.
- 7) ☐ Claim(s) _____ is/are objected to.
- 8) ☐ Claim(s) _____ are subject to restriction and/or election requirement.

Application Papers

- 9) ☐ The specification is objected to by the Examiner.
- 10) ☐ The drawing(s) filed on _____ is/are: a) ☐ accepted or b) ☐ objected to by the Examiner.
Applicant may not request that any objection to the drawing(s) be held in abeyance. See 37 CFR 1.85(a).
Replacement drawing sheet(s) including the correction is required if the drawing(s) is objected to. See 37 CFR 1.121(d).
- 11) ☐ The oath or declaration is objected to by the Examiner. Note the attached Office Action or form PTO-152.

Priority under 35 U.S.C. § 119

- 12) ☐ Acknowledgment is made of a claim for foreign priority under 35 U.S.C. § 119(a)-(d) or (f).
- a) ☐ All b) ☐ Some * c) ☐ None of:
1. ☐ Certified copies of the priority documents have been received.
 2. ☐ Certified copies of the priority documents have been received in Application No. _____.
 3. ☐ Copies of the certified copies of the priority documents have been received in this National Stage application from the International Bureau (PCT Rule 17.2(a)).

* See the attached detailed Office action for a list of the certified copies not received.

Attachment(s)

- | | |
|--|---|
| 1) <input checked="" type="checkbox"/> Notice of References Cited (PTO-892) | 4) <input type="checkbox"/> Interview Summary (PTO-413) |
| 2) <input type="checkbox"/> Notice of Draftsperson's Patent Drawing Review (PTO-948) | Paper No(s)/Mail Date. _____ |
| 3) <input type="checkbox"/> Information Disclosure Statement(s) (PTO/SB/08) | 5) <input type="checkbox"/> Notice of Informal Patent Application |
| Paper No(s)/Mail Date _____ | 6) <input type="checkbox"/> Other: _____ |

DETAILED ACTION

1. The following is a Non-Final Office Action in response to the communication received on December 9, 2003. Claims 1-27 are now pending in this application.

Claim Rejections - 35 USC § 103

2. The following is a quotation of 35 U.S.C. 103(a) which forms the basis for all obviousness rejections set forth in this Office action:

(a) A patent may not be obtained though the invention is not identically disclosed or described as set forth in section 102 of this title, if the differences between the subject matter sought to be patented and the prior art are such that the subject matter as a whole would have been obvious at the time the invention was made to a person having ordinary skill in the art to which said subject matter pertains. Patentability shall not be negated by the manner in which the invention was made.

3. Claims 1-27 are rejected under 35 U.S.C. 103(a) as being unpatentable over Amerasinghe et al. (U.S. 2007/0208608).

As per claim 1, Amerasinghe et al. discloses a method in a computer system for defining a forecast snapshot, the method comprising:

receiving from a user an interval for creating forecast snapshots (paragraphs 6 and 57; Table 1; Figure 3);

receiving from the user a day within the interval for creating forecast snapshots (paragraph 57; Table 1);

receiving from the user roles of participants to be included in the forecast snapshots (paragraphs 48 and 50; Figures 6a-6b); and

generating a forecast snapshot based on the opportunity information of the participants in accordance with the day within the interval (paragraph 50).

While Amerasinghe et al. discloses participants being able to update their forecast information (paragraph 50), Amerasinghe et al. does not expressly disclose notifying the participants of the creation of a forecast snapshot. However, Examiner takes Official Notice that notifying sales representatives to update their sales/revenue forecasts in order for managers to assess the sales/revenue for a department or organization was old and well known at the time of the invention. Thus, at the time of the invention, it would have been obvious to a person of ordinary skill in the art to modify Amerasinghe et al. to notify sales representatives to update their sales/revenue forecasts so that managers have the most accurate sales/revenue forecast information with which to assess department or organization performance.

As per claim 2, Amerasinghe et al. discloses the method of claim 1 wherein the interval is weekly (paragraph 48).

As per claim 3, Amerasinghe et al. discloses the method of claim 2 wherein the day is a day of the week (paragraph 50; A user may specify a date to forecast upon.).

As per claim 4, Amerasinghe et al. discloses the method of claim 1 wherein the interval is monthly (paragraph 57).

As per claim 5, Amerasinghe et al. discloses the method of claim 4 wherein the interval is a day of the month (paragraph 50; A user may specify a date to forecast upon.).

As per claim 6, Amerasinghe et al. discloses the method of claim 1 including before generating a forecast snapshot, ensuring correctness of a hierarchy of the

participants (paragraph 47; item 11 in Figures 2-3; Members of a hierarchy are defined.).

As per claim 7, Amerasinghe et al. does not expressly disclose the method of claim 6 including when the hierarchy of participants is not correct, notifying a user so the hierarchy can be corrected. However, Examiner takes Official Notice that when data is not correct for generating a report such as a forecast, it was old and well known at the time of the invention to notify a person to correct the data. Therefore, at the time of the invention, it would have been obvious to a person of ordinary skill in the art to modify Amerasinghe et al. to notify a person when the hierarchy of participants is not correct so that the hierarchy can be corrected because such notification ensures data accuracy and integrity.

As per claim 8, Amerasinghe et al. discloses the method of claim 1 wherein the generating includes for each participant, retrieving opportunity information for that participant (paragraphs 48-50); and

generating forecast summaries in accordance with a hierarchy of the participants (paragraph 51).

As per claim 9, Amerasinghe et al. discloses the method of claim 1 wherein each forecast snapshot is associated with a forecast period (paragraph 57).

As per claim 10, Amerasinghe et al. discloses the method of claim 9 wherein the forecast period is a quarter (paragraph 57).

As per claim 11, Amerasinghe et al. discloses the method of claim 9 including receiving from the user an indication of the forecast period (paragraph 57).

As per claim 12, Amerasinghe et al. discloses the method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval (paragraphs 48, 58-59 and 94).

Claims 13-27 recite subject matter similar to that already rejected above. Therefore, claims 13-27 are rejected on the same basis as claims 1-12 above.

Conclusion

4. The prior art made of record and not relied upon is considered pertinent to applicant's disclosure.

- Amerasinghe et al. (U.S. 2007/0208607) discusses revenue and forecasting management;
- Thompson et al. (U.S. 2007/0203785) discusses assisting sales reps in selling;
- Thompson et al. (U.S. 7,216,087) discusses assisting sales reps in selling;
- Vaillancourt et al. (U.S. 7,340,410) discusses sales force automation;
- Morris et al. (U.S. 7,324,983) discusses forecasting for members in a hierarchy.

Any inquiry concerning this communication or earlier communications from the examiner should be directed to C. Michelle Tarae whose telephone number is 571-272-6727. The examiner can normally be reached Monday – Friday from 8:30am to 5:30pm.

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Tariq Hafiz, can be reached at 571-272-6729.

Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see <http://pair-direct.uspto.gov>. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free).

/C. Michelle Tarae/
Primary Examiner, Art Unit 3623

March 28, 2008